



DEPARTMENT OF VETERANS AFFAIRS
Regional Office
1240 East Ninth Street
Cleveland OH 44199

February 14, 2000

In Reply Refer To: 325/26
Information Letter 26-00-05

TO: All VA Lenders and Real Estate Sales Brokers Doing Business in Delaware, Indiana, Michigan, New Jersey, Ohio, and Pennsylvania

SUBJ: 2000 VA Training Broadcasts for Lenders And Real Estate Sales Personnel

1. **PURPOSE**. To announce the schedule for the 2000 training broadcasts for lenders and real estate sales personnel. These broadcasts are intended to supplement, but not replace, the training provided on the local level by all stations.

2. **BACKGROUND**. VA Loan Guaranty Service has scheduled four interactive televised training broadcasts for employees of **lenders** during 2000, and one broadcast for **real estate sales personnel**. These free broadcasts may be viewed at any VA Regional Office or Regional Loan Center. Attendees should make reservations by calling the contact person at the most convenient office. At that time, attendees will be given the room number where the broadcast may be viewed. Since these seminars are interactive, all attendees will have the opportunity to ask questions.

3. **STUDENT MATERIALS**. Student handout materials for each broadcast will be available for download from Loan Guaranty's web page one week before each broadcast. Students who plan to attend a broadcast should download these materials and bring them to the broadcast, as they will not be distributed at the broadcast site. The web address is www.vba.va.gov/bln/loan/train.htm.

4. **SCHEDULE AND CONTENT OF BROADCASTS**

March 10, 2000 (12:00 noon to 2:00 p.m. Eastern Time) Overview of the VA Lender Appraisal Processing Program (LAPP). This broadcast will be of interest to all LAPP Staff Appraisal Reviewers (SARs) and others involved in the process of appraising for VA home loans. It will not substitute for the required LAPP certification training. Subject areas will include:

- Administrative issues
- Property eligibility
- Appraisal underwriting
- Reconsiderations of value
- Waivers
- Oversight
- Most common deficiencies.

May 17, 2000 (12:00 noon to 2:00 p.m. Eastern Time) VA Home Loans for Real Estate Sales Personnel. This broadcast will provide an overview of the VA home loan program for real estate professionals. Participants will receive information on:

- Advantages of the VA home loan program for certain homebuyers
- How to offer the program to clients
- Clarification of many myths that surround VA home loans.

July 19, 2000 (12:00 noon to 2:00 p.m. Eastern Time) Underwriting VA Home Loans. This broadcast will review the VA Credit Standards and underwriting requirements for VA home loans. Topics will include:

- What's new on the VA web site
- Loan Types
- Automated underwriting
- Underwriting issues
- Case scenarios
- Frequently asked questions.

August 9, 2000 (12:00 noon to 2:00 p.m. Eastern Time) VA Home Loans for Closers and Shippers. This broadcast will provide information on how to close a VA guaranteed loan and ensure prompt issuance by VA of the Loan Guaranty Certificate. Attend this session and get accurate Loan Guaranty Certificates - fast!

The presentation will include (but is not limited to) the following:

- Explanation of VA Lender ID Numbers and VA Loan Numbers
- VA's Regional Loan Centers vs. Regional Offices
- Allowable and unallowable fees
- Calculation and submission of the VA Funding Fee
- Closing documents required and how to complete them
- Requesting the Loan Guaranty Certificate under VA's simple "Modified Guaranty Submission Procedure."

November 14, 2000 (12:00 noon to 2:00 p.m. Eastern Time) VA Home Loans for Lender Agents, Brokers, and Originators. This broadcast will include the following topics:

- Lender/agent relationship
- Veteran's eligibility
- The loan application process
- Appraisals
- Underwriting issues such as income and credit.

5. List of Broadcast Locations in or near Delaware, Indiana, Michigan, New Jersey, Ohio, and Pennsylvania.

VA Regional Office

<u>Address</u>	<u>Contact Name</u>	<u>Phone Number</u>
VA Regional Office 1240 E. 9 th Street Cleveland, OH 44199	Paulette Mack	(216) 522-3614
VA Regional Office 575 N. Pennsylvania St. Indianapolis, IN 46204	Wardah Bakr	(317) 226-7811
Philadelphia Regional Office & Insurance Center 5000 Wissahickon Ave. Philadelphia, PA 19144	Carole Harlow	(215) 842-2000, Extension 4590
VA Regional Office 477 Michigan Ave. Detroit, MI 48226	Carol Queen	(313) 226 4225.
VA Regional Office 20 Washington Pl. Newark NJ 07102	Linda Tolentino	(973) 645-3404
VA Regional Office Moorhead Federal Office Building 1000 Liberty Avenue Pittsburgh PA 15222	Maureen Bolden	(412) 395-6985

6. Your interest and participation in our program is greatly appreciated.

/s/

JAMES L. BRUBAKER, JR.
Loan Guaranty Officer